

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Crimson Trace Corporation

#### Oregon Manufacturing Extension Partnership

#### Crimson Trace Corp. Increases Productivity Using Flow Manufacturing Techniques

**Client Profile:**

Crimson Trace Corporation, of Beaverton, Oregon, designs and manufactures laser-sighting devices for handguns. Crimson Trace, founded in 1992, currently has 28 employees. The laser sighting assembly is mounted inside custom designed replacement grips for the handgun, trademarked under the name Lasergrips(TM).

**Situation:**

Crimson Trace manufactured products following a traditional batch and queue process, but lacked a production planning system to effectively control the shop floor and inventories. Without controls, the rapid growth of the business put a great deal of stress on the company's manufacturing methods and standards of customer service. Crimson Trace began looking for objective assistance, and was referred to the Oregon Manufacturing Extension Partnership (OMEP), a NIST MEP network affiliate, by another local business.

**Solution:**

OMEP performed an overall assessment of the operation and produced a detailed flow and process analysis of one product to demonstrate the potential opportunities for improvement. OMEP implemented some of the flow methods to assist Crimson Trace with the completion of a significant sales order. In flow manufacturing products with similar productions processes are grouped together; OMEP balanced the lines to accommodate the change. OMEP also made some simple changes to the plant layout to increase productivity and reduce work-in-process (WIP) on the shop floor.

Based on the results, Crimson Trace decided to transform its entire manufacturing operation from batch-and-queue to flow manufacturing. Crimson Trace has asked OMEP to develop the necessary business systems to meet projected growth, and is on its way to becoming a world-class manufacturer.

**Results:**

Increased labor productivity by 25 percent.

Eliminated 95 percent of WIP inventory.

Reduced production cycle time from weeks to 1 hour or less.

Implemented a kanban parts replenishment system for production.

Designed five production cells to increase production flexibility to customer

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demand.

### **Testimonial:**

"I am extremely pleased with the holistic approach to manufacturing which has been taken. Everything from raw products in the door to finished products out the door and all the associated systems has been addressed. We have seen significant increases in productivity and quality. I highly recommend the Oregon Manufacturing Extension Partnership."

Lewis Danielson, President